

# The City of Norfolk and the United States Small Business Administration Presents the

*"We Care About the Success of Your Business Conference Series"*

**May 6, 13, 20 and 27**

**Norfolk SCOPE Arena- 215 E Brambleton Ave, Norfolk, Virginia**

**FREE AND OPEN TO THE PUBLIC!**

\*Pre-registration is required and space is limited.

To register please contact Carla Howard at [carla.howard@norfolk.gov](mailto:carla.howard@norfolk.gov) or 757-664-4338.

**Wednesday: May 6, 2009**

## HOW TO WRITE A BUSINESS PLAN

**Who should attend:** Individuals that want to start a business or thinking of starting a business, this is the first step!

9:00 AM - 9:30 AM	REGISTRATION
9:30 AM - 10:00 AM	INTRODUCTIONS
10:00 AM - 1:00 PM	HOW TO WRITE A BUSINESS PLAN

**Wednesday: May 13, 2009**

## GOVERNMENT CONTRACTING CONFERENCE

***"How to do Business with the Government"***

**Who should attend:** Businesses or individuals that would like to learn how to do business with the federal, state and local government. This detailed workshop will be conducted by government professionals and provide insight into the contracting process.

8:30 AM - 9:00 AM	REGISTRATION
9:00 AM - 11:50 PM	GOVERNMENT CONTRACTING Federal, State, City of Norfolk and NRHA
12:00 PM - 1:00 PM	BREAK FOR LUNCH
2:00 PM - 4:00 PM	GOVERNMENT CONTRACT PROPOSAL WRITING AND CONTRACT PRICING

**Wednesday: May 20, 2009**

## BUSINESS FINANCIAL PROGRAMS CONFERENCE

***"How to Finance Your Business"***

**Who should attend:** Businesses seeking financial assistance and information on financial planning strategies for optimal growth and development.

8:30 AM - 9:00 AM	REGISTRATION
9:00 AM - 11:50 PM	BUSINESS FINANCIAL STRATEGIES
12:00 PM - 1:00 PM	BREAK FOR LUNCH
2:00 PM - 4:00 PM	BUSINESS FINANCIAL PLANNING

**Wednesday: May 27, 2009**

## TECHNOLOGY IN BUSINESS CONFERENCE

**Who should attend:** Businesses that want to know "how and what types of technology" can add value for your customers and increase your business.

8:30 AM - 9:00 AM	REGISTRATION
9:00 AM - 10:30 AM	SUCCESSFUL INTERNET BUSINESS STRATEGIES
10:30 AM - 11:50 AM	GROWING BUSINESS REVENUES WITH PROVEN SYSTEM
12:00 PM - 1:00 PM	BREAK FOR LUNCH
1:00 PM - 3:00 PM	VIRGINIA APPLIED TECHNOLOGY AND PROFESSIONAL DEVELOPMENT CENTER